



# Request for Interest

**City and County Owned Redevelopment Properties**

**Central Business District**

**RFI - 04062016RK1**

**7.17 Acres of Urban Redevelopment Properties**

**City of San Antonio and Bexar County**

**Release Date: April 6, 2016**

**Information Due: May 24, 2016**





**NELSON W. WOLFF**  
***COUNTY JUDGE***



**IVY R. TAYLOR**  
***MAYOR***



**SHERYL SCULLEY**  
***CITY MANAGER***

## **MESSAGE FROM CITY AND COUNTY LEADERSHIP**

Our city has experienced a rapid resurgence of activity in the center city over the past decade ranging from the revitalization of parks and civic space to the redevelopment of underutilized assets in the downtown area. This resurgence of activity is not simply the product of an increase in market demand for some form of generic urban lifestyle, but more importantly, the result of people choosing to live and work in an urban center and community that is culturally vibrant and full of opportunity.

With that in mind, it is with great excitement that the City of San Antonio and Bexar County have decided to work in concert with one another to offer an extremely unique opportunity to re-imagine and redevelop over 7 acres of property located directly in the heart of our downtown. These properties lie prominently along the banks of San Pedro Creek and adjacent to the historic civic center of our city. They are representative of the juxtaposition of the old and new in downtown San Antonio, as they are surrounded by both long-standing historical assets like Plaza de Armas and recently inspired developments like the much anticipated Weston Urban, Frost Bank and City partnership, which will result in the first downtown office tower to be built in over 25 years, the consolidation of City offices and the addition of at least 265 housing units.

We look forward to reviewing ideas for redevelopment in this critical section of the urban core and continuing to support the positive momentum of innovative growth in downtown San Antonio.

# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



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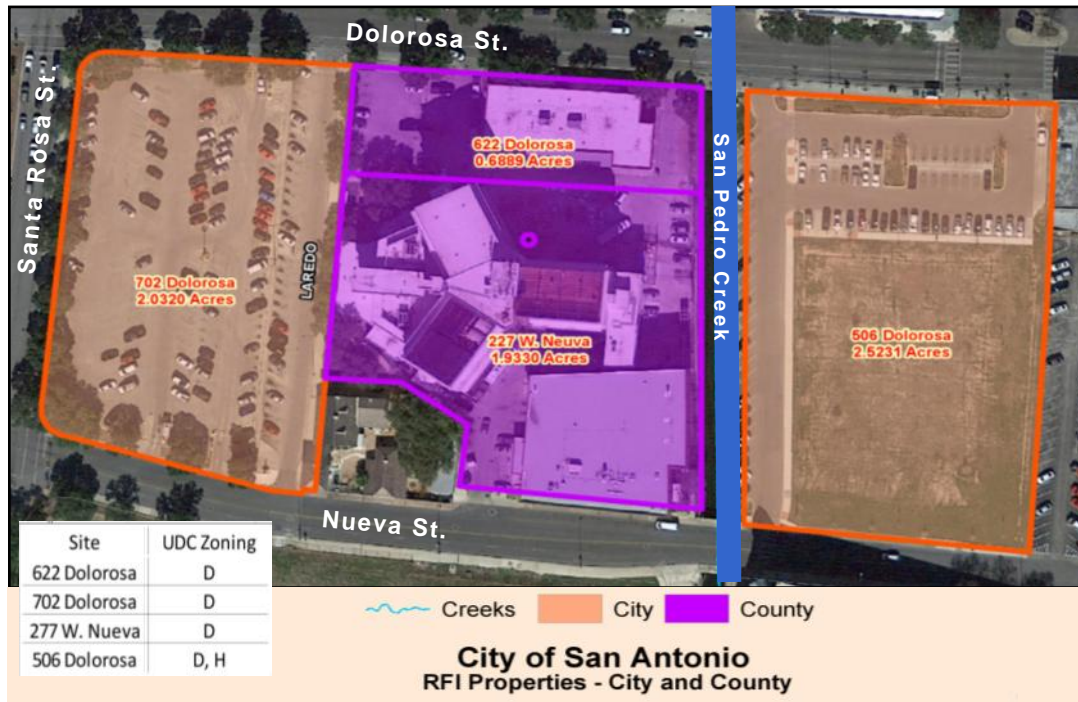
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## C O N T E N T S

# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## I. EXECUTIVE SUMMARY



The City of San Antonio ("City") and Bexar County ("County"), through this Request for Interest ("RFI"), are seeking statements of interest to redevelop City and County owned properties located at 702 Dolorosa, 622 Dolorosa, 227 W. Nueva, and 506 Dolorosa ("Properties").

The City and County are interested in reviewing creative redevelopment concepts for all or part of the Properties. The Properties total just over 7 acres and have frontage along Santa Rosa Avenue, Dolorosa Street, Nueva Street, and both sides of San Pedro Creek.

The Properties are located within the Central Business District in a prime location for redevelopment near major urban amenities, institutional assets, and employment centers. In addition to the existing resources in the immediate area, there are a number of new office and housing developments planned for completion over the next few years. These new developments will lead to an increase in the number of employees and residents working and living in the western section of downtown and should help drive the current foot traffic immensely.



In fact, according to a recently completed San Antonio Center City Retail Study, the area immediately surrounding the subject sites already has a worker density that is nearly 2.5 times greater than that of the entire center city and a significantly higher rate of office-using workers. These office workers typically have more disposable income and therefore hold a greater potential for retail spending, so demand for daytime and after-work retail services should naturally increase as employment and residential numbers rise even higher.



The subject properties also surround the Casa Navarro State Historic Site. Casa Navarro celebrates the history of San Antonio's vibrant west side and serves as a living reminder of the area of downtown that was once known as Laredito. Additionally, the current correctional center and remaining buildings located on the County's property will be vacated in 2017.

Due to the unique size and location of these infill properties, potential respondents to this RFI will have a rare opportunity to envision and create a space that significantly contributes to both the historic and future fabric of a major urban center.

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## II. PROJECT BACKGROUND

Over the past few years, the western section of downtown San Antonio has become home to several projects with significant cultural and economic importance. These projects include the recent designation of 44 city blocks as San Antonio's Zona Cultural by the Texas Commission on the Arts and the commencement of the San Pedro Creek Improvements Project. The purpose of the Zona Cultural is to support, develop and link concentrations of cultural, historic, commercial and entertainment experiences authentic to San Antonio. The many culture assets that lie within this zone include Casa Navarro State Historic Site, Market Square, the Centro de Artes, San Fernando Cathedral, the Spanish Governor's Palace, the Alameda Theater, and Main Plaza. The Properties available for consideration in this RFI serve as a link between the old and the new as they are surrounded by both the above mentioned cultural assets and other developments like the completion of the new Public Safety Headquarters, the expansion of the Children's Hospital of San Antonio, and the recently funded Federal Courthouse. These developments alone account for the addition of over 1.3 million square feet of new construction and \$320 million of investment in the immediate area.

Perhaps one of the most intriguing elements to these Properties is that they also have significant frontage along the San Pedro Creek Improvements Project. This project will transform 1.5 miles of channelized creekway into a premier linear park system that will be enjoyed by locals and visitors alike. Construction of the improvements will not only dramatically increase foot traffic along the creek, but it is also expected to generate over a billion dollars of new economic investment.





# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## II. PROJECT BACKGROUND (CONT.)

In addition to these catalytic efforts, the western section of downtown has witnessed recent announcements for the development of San Antonio's first Class A office tower in three decades, the construction of a new Federal Courthouse, the addition of hundreds of new housing units, and the consolidation of over a thousand City jobs into a single office building. When these new projects are coupled with the assets that already surround the subject sites, including City Hall, the Bexar County Courthouse, Municipal Plaza, the River Walk, the new downtown H-E-B, Frost Bank's current and future headquarters, Geekdom, the Children's Hospital of San Antonio, and many others, it is easy to see that there is no lack of opportunity for the redevelopment of over 7 acres of infill property in this western section of downtown. The rapid growth currently underway in an already well-established area of the center city signifies an increasing demand for new urban developments that will enhance the overall experience of downtown tenants, employees and visitors.

One of the key components to the recent surge of redevelopment in downtown San Antonio has been an increase in the levels of public investment. Since June of 2010, the City and County have assisted in the creation of 4,600 additional housing units representing over \$737 million in new investment. In addition to the commitment to housing, the City has substantially increased and leveraged public investment in center city infrastructure and amenities by committing \$93.5 million for projects that have improved urban parks, downtown streets, and cultural institutions. The County has also significantly contributed to the positive progression of downtown San Antonio by providing over \$500 million dollars towards the construction of the Tobin Center for the Performing Arts, the Bexar County Justice Center, the Mission Reach of the San Antonio River Improvements Project, and the San Pedro Creek Improvements Project. These investments represent a public commitment to increasing the cultural and economic opportunities provided by the center city. It is the hope of both the City and the County that the redevelopment of the properties identified in this RFI will serve as yet another opportunity to spur meaningful growth and increase the quality of life for all who enjoy downtown San Antonio.



# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## III. OBJECTIVES AND CONSIDERATIONS

The purpose of this Request for Interest (RFI) is for the City of San Antonio (City) and Bexar County (County) to gather information regarding the level of interest in the properties described and should not be construed as a commitment or intent to enter into an agreement with a respondent or to obligate either the City or County to issue a solicitation on their respective properties based upon this RFI or submissions received by any respondents.

The City and County each reserve the right to either jointly or separately seek any method allowable by law to develop the properties described in this RFI.

The City and County will review submissions in response to this RFI and may identify qualified respondent(s) to provide a more detailed concept framework, design and business plan. The City and the County recognize that there is significant potential for an array of uses including workforce housing, office, retail and mixed-use. In addition to the nature of redevelopment, respondents are encouraged to address how they would provide parking capacity to support both their project and the surrounding area. Should the City and/or County select such a respondent(s), the parties may negotiate terms and conditions for redevelopment of the properties that will require vetting by any and all pertinent reviewing Boards or Committees, as well as any applicable community stakeholders.

The City and/or County may also negotiate development terms and financial conditions of a sale or long-term lease of the property with a selected respondent(s) to ultimately be considered by the governing boards of the City and/or County.

Additionally, should the City and/or County determine that a Request for Proposal may be beneficial to the process then the City and/or County may issue such an RFP at any time.





# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## IV. CITY AND COUNTY DEVELOPMENT ASSISTANCE AND INCENTIVES

City and County policies have traditionally encouraged development in the center city and rewarded good urban design that incorporates mixed-use and mixed-income development. The City shall waive all development fees, as provided in the Inner City Reinvestment Infill Policy. The project may, contingent upon available funding and the nature of redevelopment, receive a waiver of certain impact fees. Additional incentives from the City and County, such as tax reimbursement grants, abatements and economic development grants are subject to negotiation.

The City may also assist development through the San Antonio Housing Trust Public Facility Corporation which works with developers to build affordable and mixed-income housing. This entity may assist with non-traditional development, to maintain and promote decent and affordable housing and, when possible, maximize the investment of other public and private resources.

## V. GENERAL TERMS AND CONDITIONS

1. The purpose of this Request for Interest (RFI) is for the City of San Antonio (City) and Bexar County (County) to gather information regarding the level of interest in the properties described and should not be construed as a commitment or intent to enter into an agreement with a respondent or to obligate either the City or County to issue a solicitation on their respective properties based upon this RFI or submissions received by any respondents.
2. The City and County will not be obligated to any respondent as a result of this RFI. The City and County are not obligated for any cost incurred by any individual or team in the preparation of the Request for Interest. The City and County will not pay for any information herein requested nor be considered liable for any costs incurred by any individual or team.
3. The City and County will review all information and recommendations received to assess our needs and define our requirements.
4. Confidential or Proprietary Information: All Request for Interest responses become the property of the City upon receipt and will not be returned. Any information deemed to be confidential by Respondent should be clearly noted; however, City and County cannot guarantee that it will not be compelled to disclose all or part of any public record under the Texas Public Information Act, since information deemed to be confidential by respondent may not be considered confidential under Texas law, or pursuant to a Court order.
5. The City and County welcome the respondent to submit any pertinent information that the City and County should consider, including topics that the City and County have not included in this RFI.
6. Changes to the RFI, made prior to the due date for proposals shall be made directly to the original RFI. Changes are captured by creating a replacement version each time the RFI is changed. It is Respondent's responsibility to check for new versions until the proposal due date. City will assume that all proposals received are based on the final version of the RFI as it exists on the day proposals are due. No oral statement of any person shall modify or otherwise change or affect the terms, conditions or specifications stated in the RFI.

# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## VI. SUBMISSION INSTRUCTIONS

When submitting a response to this Request for Interest in person, visitors to City Hall must allow time for security measures. Visitors to City Hall will be required to enter through the east side of the building. The public will pass through a metal detector and x-ray machine located in the lobby. All packages, purses and carried items will be scanned during regular business hours of 7:45 a.m. to 4:30 p.m. After the public proceeds through the metal detector, they will sign in and receive a visitor's badge. For those that might require the use of a ramp, entry is available on the south side of the building (Dolorosa side). Security will meet the visitor in the basement with a hand scanner.

All proposals must be submitted in hard copy format only.

### Submission of Hard Copy Responses.

Respondent shall submit one (1) original, signed in ink, and seven (7) printed copies in a sealed package, as well as one (1) copy of the entire submittal in an Adobe PDF format on a compact disk (CD) or flash-drive in a sealed package, clearly marked with the project name "RFI: City and County Owned Redevelopment Properties" on the front of the package.

Responses must be received in the Office of the City Clerk no later than 2:00 p.m., Local Time, on Tuesday, May 24, 2016 at the address below. Any response or modification received after this time shall not be considered, and will be returned, unopened to the Respondent. Respondents should note that delivery to the P.O. Box address in a timely manner does not guarantee its receipt in the Office of the City Clerk by the deadline for submission. Therefore, Respondents should strive for early submission to avoid the possibility of rejection for late arrival.

### Physical Address:

Office of the City Clerk

Attn: RFI, City and County Owned Redevelopment Properties

100 Military Plaza

1st Floor, City Hall

San Antonio, Texas 78205

Responses sent by facsimile or email will not be accepted.

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## VII. SUBMITTAL DOCUMENT REQUIREMENTS

Respondent's submittal shall include each of the items below in the following sequence:

### **Tab 1. Letter of Interest**

A letter of interest that states the type(s) of contractual arrangement(s) including financial remittance that might be appropriate and best suited to meet the City objectives of redeveloping the subject Property.

### **Tab 2. Brief Company Description**

Provide a brief company description to include the number of years in operation, level of expertise in services provided, financial status of company and relationship to any larger business entity. Joint partnerships with other companies will be considered in order to deploy the overall concept, however all entities will need to provide the information requested above.

### **Tab 3. Primary Contact Information**

Provide contact information for the company representative who will respond to questions or requests from the City and County for additional information.

### **Tab 4. Vision for Redevelopment**

Present an overall vision for how the proposed redevelopment will activate this area of downtown and provide needed amenities, like parking, to the surrounding area. The vision should include a description of how the proposed development will complement the Zona Cultural, integrate with the San Pedro Creek Improvements Project, and benefit the adjoining civic buildings and operations.

### **Tab 5. Conceptual Plan**

Create a conceptual plan for the overall development that includes a high level financial proforma, preliminary sketches of proposed design elements, and a marketing strategy.





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## VII. SUBMITTAL DOCUMENT REQUIREMENTS (CONT.)

### **Tab 6. Operational Overview**

Provide a description of how the new development will be operated and maintained.

### **Tab 7. Community Impact**

Describe how elements of the proposed development will generate maximum economic and social returns that benefit both the downtown area and the San Antonio community at-large.

### **Tab 8. Development Timeline**

Provide a high-level due diligence and construction schedule for the various phases of development.

### **Tab 9. Development Team Experience (limit to 10 pages)**

Please provide relevant experience with respect to the coordination of similar development projects, clearly distinguishing the experience of the respondent (including joint ventures partners) from that of consultants and other team members.

- ❖ Project names and types;
- ❖ Locations, including addresses and photographs;
- ❖ Identification of development team and description of their work;
- ❖ Overall project size, mix of uses and tenants;
- ❖ Estimated development cost, and a brief explanation of the approach used to finance the project, naming financing sources and amount of debt and equity (to the extent possible). General description including role of development entity, public sector and community involvement, and unique challenges of the project; and
- ❖ The expertise of personnel, logistical resources, bonding capacity, and the ability to complete the qualifying project in a timely and professional manner.

### **Tab 10. Miscellaneous**

Use this section to present additional information such as letters of recommendation, letters of interest from prospective lenders or tenants, additional information concerning the development team and other information that supports the team's qualifications. Respondent may also use this section to present any item cited or referenced in the statement of qualifications.

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## VIII. RESTRICTION ON COMMUNICATIONS

Once this RFI is released, Respondent is prohibited from communicating with City staff regarding this RFI or its Submittal, with the following exceptions:

Respondent is prohibited from communicating with elected City officials and their staff regarding this RFI or Respondent's submittal from the time this RFI has been released until the contract is posted as a City Council agenda item. Respondent is prohibited from communicating with City employees from the time this RFI has been released until the contract is awarded. These restrictions on communications extend to "thank you" letters, phone calls, emails and any contact that results in the direct or indirect discussion of this RFI and/or Respondent's submittal. Violation of this provision by Respondent, its agent(s), representative(s) and/or employee(s) may lead to disqualification of Respondent's submittal from consideration. Exceptions to the restrictions on communication with City employees include:

1. Respondents may ask verbal questions concerning this RFI at the Pre-Submittal Conference.
2. Respondents may submit written questions concerning this RFI to the City Staff contact listed below until **4:00 p.m. on Friday, May 6, 2016**. Questions received after this stated deadline shall not be answered. It is suggested that all questions be sent by electronic mail or by fax.

Questions sent by certified mail, return receipt requested, also shall be accepted and should be addressed to:

Clayton Hoelscher  
Contract Coordinator  
Contract Services  
Transportation & Capital Improvements  
P.O. Box 839966  
San Antonio, TX 78283-3966  
Clayton.Hoelscher@sanantonio.gov

3. Respondent shall provide responses to questions asked of it by the City staff after responses are received and opened. During interviews, if any, verbal questions and explanations shall be permitted. If interviews are conducted, Respondent shall not bring lobbyists. The City reserves the right to exclude any persons from such selection committee meetings it deems in its best interests.

# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## IX. PRESUBMITTAL CONFERENCE

Pre-Submittal Conference will be held on Monday April 25, 2016 at 2:00 p.m. in the Culture Commons room, located at 115 Plaza de Armas.

Attendance at the Pre-Submittal Conference is optional, but strongly encouraged. Respondents are encouraged to prepare and submit their questions in writing three (3) calendar days in advance of the Pre-Submittal Conference in order to expedite the proceedings.

City and County responses to questions received by this due date may be distributed at the Pre-Submittal Conference and posted on the City's website at <http://www.sanantonio.gov/purchasing/biddingcontract/opportunities.aspx>.

City Offices are wheel-chair accessible and auxiliary aids/services are available upon request. Assistance with Interpreters for the Deaf must be requested at least 48 hours prior to the meeting. For assistance, call (210) 207-7245 Voice/TTY.

Any oral responses provided by City and County staff at the Pre-Submittal Conference shall be preliminary. A written summary of the Pre-Submittal Conference shall contain official responses, if any. Any oral response given at the Pre-Submittal Conference that is not confirmed in the written summary of the Pre-Submittal Conference or by a subsequent addendum shall not be official or binding on the City. Only written responses shall be official and all other forms of communication with any officer, employee or agent of the City or County shall not be binding on the City or County.





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## X. SCHEDULE OF EVENTS\*

\*These dates are for informational purposes only and are subject to change by City and/or County in accordance with information received through the RFI process.

RFI Release	April 6, 2016
Joint Pre-Submittal Conference 2:00 p.m. Culture Commons 115 Plaza de Armas	April 25, 2016
Questions to RFI Due to City Staff Contact by 4:00 p.m.	May 6, 2016
Responses to RFI due to City Clerk at 2:00 p.m. CST 100 Military Plaza	May 24 , 2016
Anticipated Issue of RFP to Short-Listed Respondents, if needed	June 21, 2016
Anticipated Date for Detailed RFP Submittals Due, if needed	August 15, 2016
Anticipated County Commissioners Consideration	October 2016
Anticipated City Council Consideration	October 2016

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## XI. RESPONDENT INFORMATION

### RESPONDENT INFORMATION

Provide the following information regarding the Respondent:

**Respondent Name:**

\_\_\_\_\_

(NOTE: Give exact legal name.)

**Principal Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_

**Zip Code:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Website address:** \_\_\_\_\_

### PRIMARY CONTACT INFORMATION:

List the one person who the City may contact concerning your proposal or setting dates for meeting.

**Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_ **Zip Code:** \_\_\_\_\_

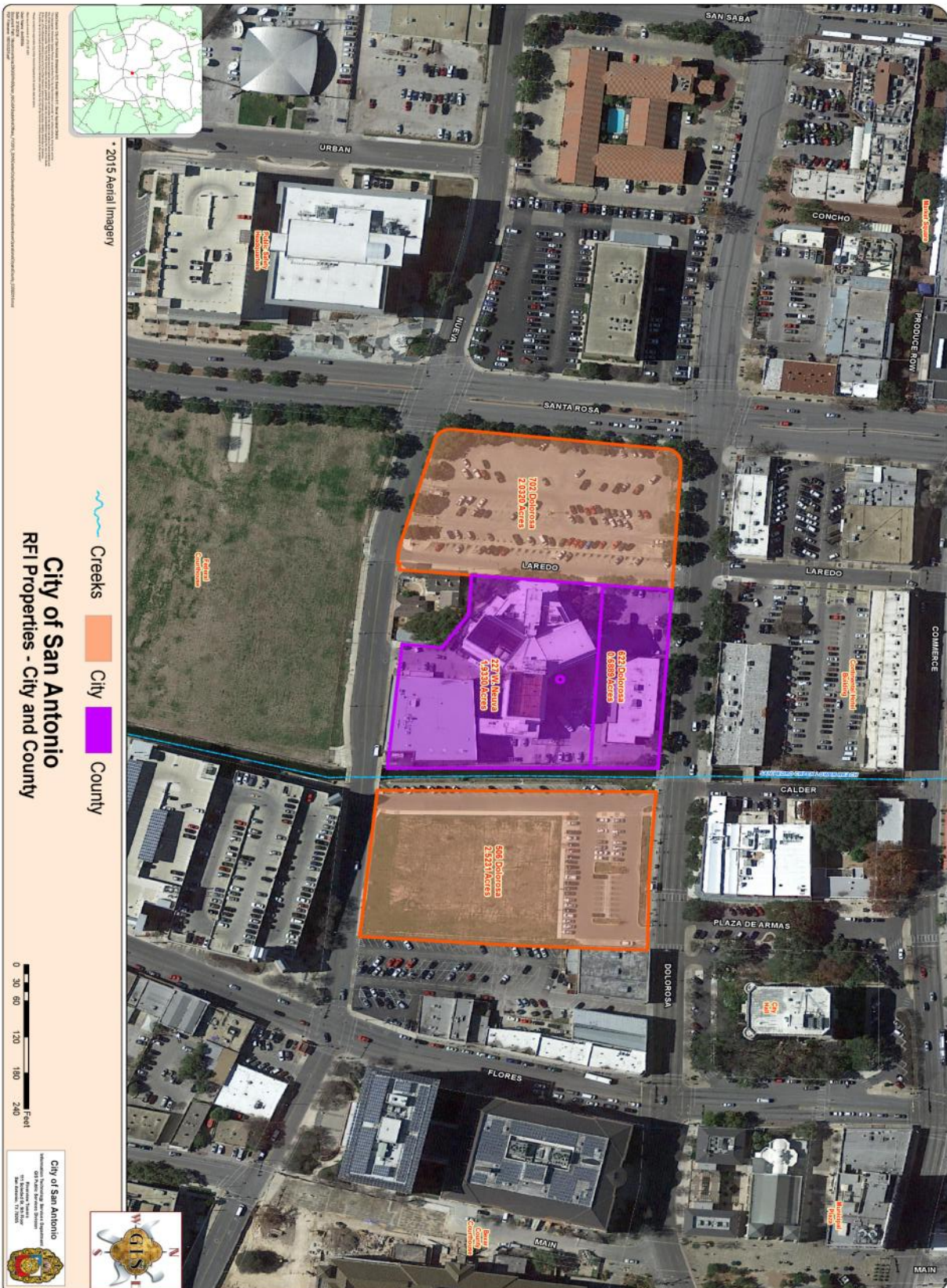
**Office Phone:** \_\_\_\_\_ **Cell Phone:** \_\_\_\_\_

**Email address:** \_\_\_\_\_

# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



EXHIBIT (A)

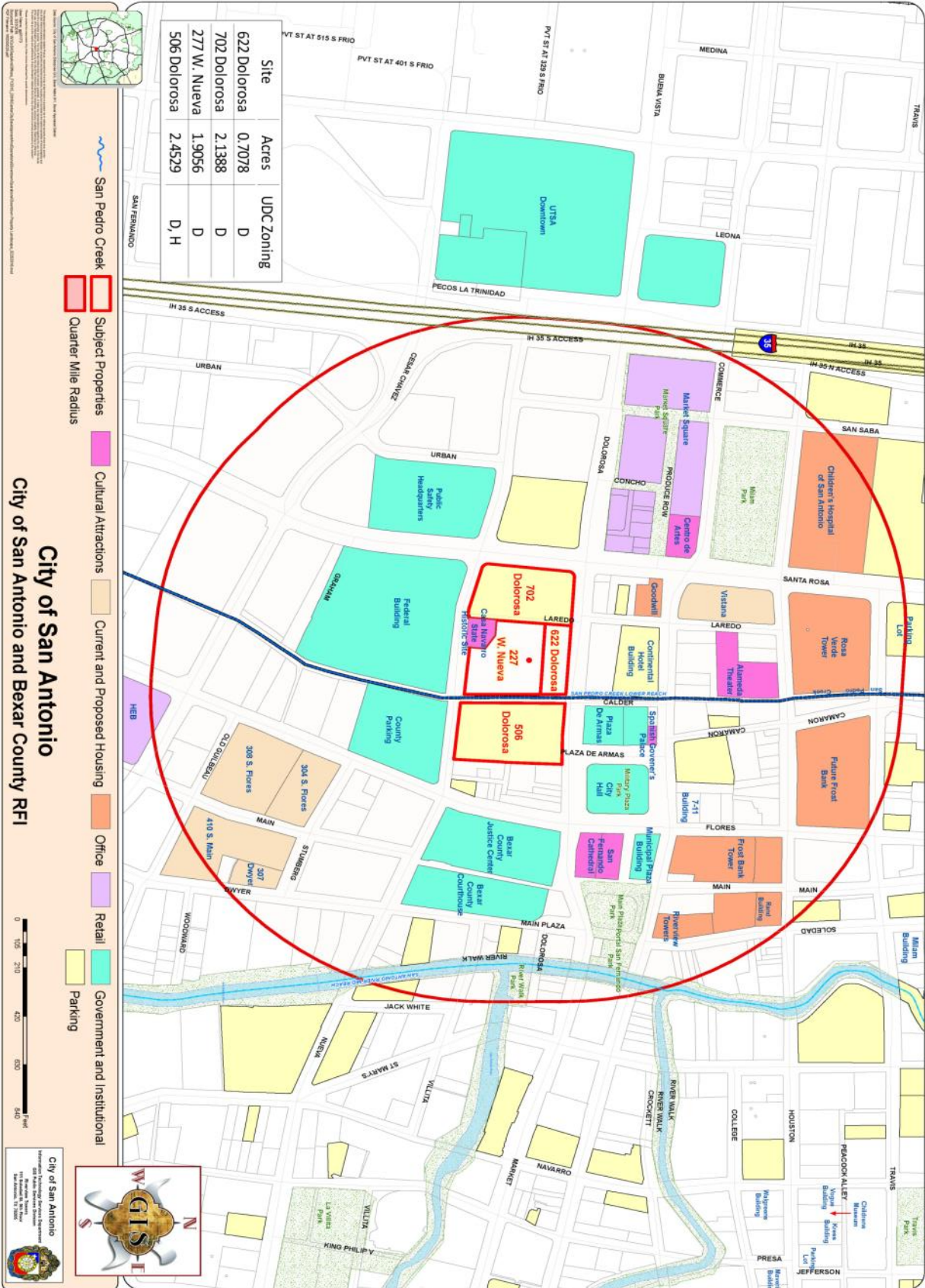




# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## EXHIBIT (B)



# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES

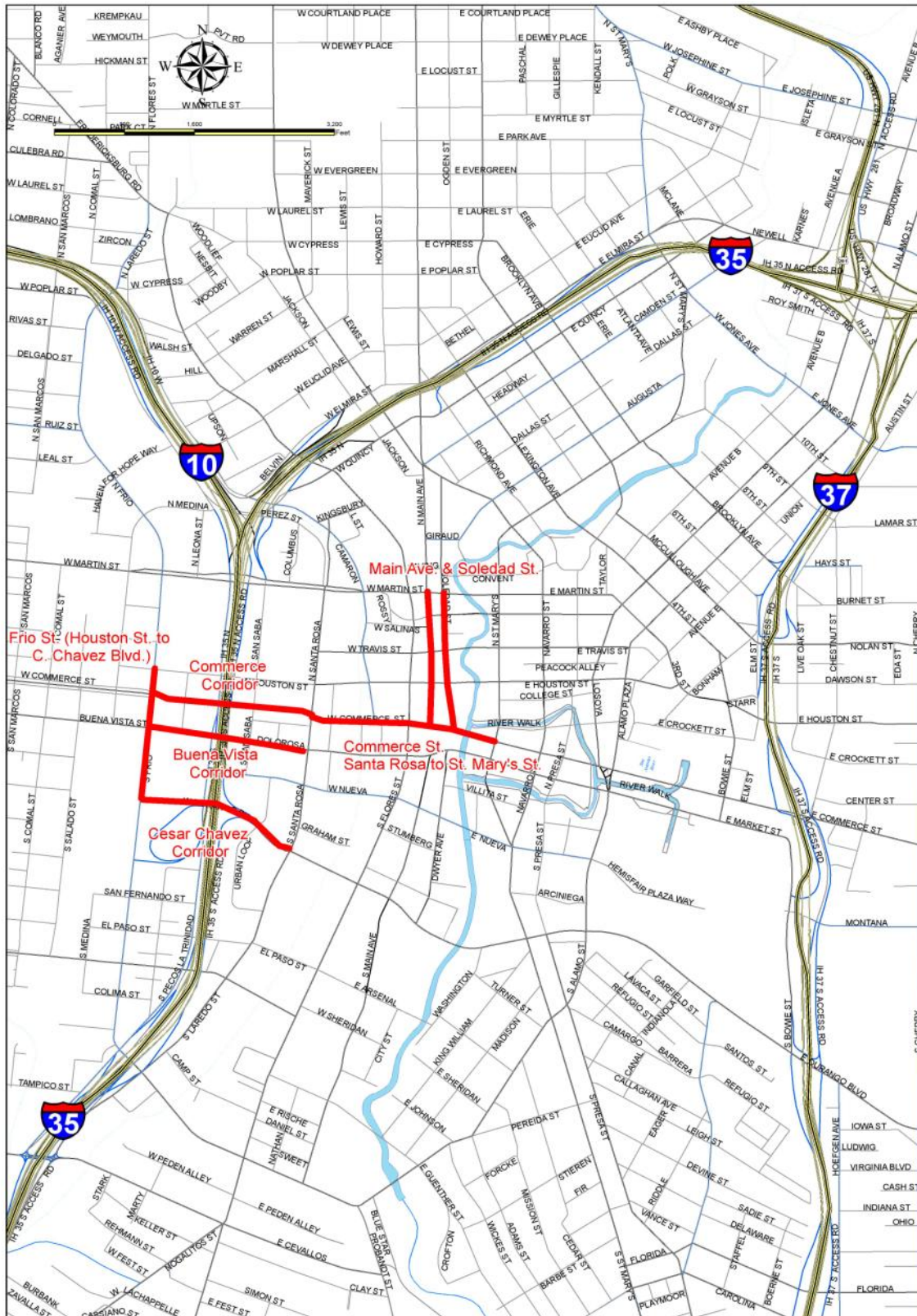


EXHIBIT (C)

Downtown Improvement Projects





# RFI FOR CITY AND COUNTY REDEVELOPMENT PROPERTIES



## SBEDA COMPLIANCE

The City of San Antonio, through City Ordinance No. 2010-06-17-0531 and as amended, has adopted and implemented a Small Business Economic Development Advocacy (“SBEDA”) Program. Information regarding the SBEDA Ordinance may be found on the City’s Economic Development Department (EDD) website and is also available in hard copy form upon request to the City. In accordance with the SBEDA Program, any contract(s) or agreement(s) entered into as a result of this solicitation shall be subject to the SBEDA Affirmative Procurement Initiative(s) and goal(s) as determined by the applicable SBEDA Goal Setting Committee. Upon selecting a Respondent or Respondents to negotiate the terms and conditions of a binding agreement, the selected Respondent or Respondent’s proposal(s) shall be submitted to the Goal Setting Committee for determination regarding the applicability of an Affirmative Procurement Initiative(s), relative goal(s) and required date for return of a Subcontractor/Supplier Utilization Plan. Should the selected Respondent or Respondents be unable or unwilling to contractually commit to meet the goals set by the Goal Setting Committee, the City shall decline the Respondent or Respondents proposal(s) and may negotiate with the next favorable Respondent.

EXHIBIT (D)